· FORM D

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 RECEIVED FORM D 0 4 2002

> **NOTICE OF SALE OF SECURITIES** PURSUANT TO REGULATION D, **SECTION 4(6), AND/OR** UNIFORM LIMITED OFFERING EXEMPTION

1094961

OMB APPROVAL

OMB Number: 3235-0076 Expires: May 31, 2005 Estimated average burden hours per form.....1

SEC USE ONLY						
Prefix	Serial					
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	02067091

Name of Offering (check if this is an amendment	ent and name has changed	d, and indicate change.)			
Common Stock, Series C Convertible Preferr	ed Stock, Convertible N	Notes convertible into	Series C Convertible	Preferred Stock and	Warrants to purch
Common Stock	4				
Filing Under (Check box(es) that apply):	☐ Rule 504	☐ Rule 505	Rule 506	☐ Section 4(6)	☐ ULOE

New Filing

		A.	BASIC IDENTIFICATION DATA
Enter the information requested	about the issuer		

Name of Issuer (check if this is an amendment and name has changed, and indicate change.)

ViroLogic, Inc. Address of Executive Offices

(Number and Street, City, State, Zip Code)

Telephone Number (Including Area Code)

345 Oyster Point Boulevard, South San Francisco, CA 94080

Address of Principal Business Operations (Number and Street, City, State, Zip Code) (if different from Executive Offices)

Telephone Number (Including Area Code)

(650) 635-1100

Brief Description of Business Clinical lab services

Type of Business Organization

☐ limited partnership, already formed

corporation ☐ business trust

Type of Filing:

Other (please specify):

Amendment

Actual or Estimated Date of Incorporation or Organization:

☐ limited partnership, to be formed <u>Month</u>

Year Year

Jurisdiction of Incorporation or Organization:

(Enter two-letter U.S. Postal Service abbreviation for State:

11

☑Actual

□ Estimated

CN for Canada; FN for other foreign jurisdiction)

DE

GENERAL INSTRUCTIONS

Who Must File: All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

When to File: A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

Where to File: U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

Copies Required: Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

Information Required: A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC.

Filing Fee: There is no federal filing fee.

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states that have adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix to the notice constitutes a part of this notice and must be completed.

ATTENTION

Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption unless such exemption is predicated on the filing of a federal notice.

> Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

A. BASIC IDENTIFICATION DATA

- 2. Enter the information requested for the following:
 - Each promoter of the issuer, if the issuer has been organized within the past five years;
 - Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issuer;
 - Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and
 - Each general and managing partner of partnership issuers.

Check Box(es) that	☐ Promoter	E Beneficial Owner	☐ Executive Officer	Director	General and/or
Apply:					Managing Partner
•	name first, if individual)				
Zesiger Capital					
	idence Address (Number and ue, 30th Floor, New York, N				
Check Box(es) that	☐ Promoter	Beneficial Owner	Executive Officer	Director	☐ General and/or Managing Partner
Apply:	name first, if individual)			·	·
BioTech Grow	•				
	idence Address (Number and S	Street, City, State, Zip Code)			
	wer R, Panama, Republic of				e to the desired of the
Check Boxes that Apply:	Promoter	Beneficial Owner	☐Executive Officer	☐ Director	General and/or Managing Partner
•	name first, if individual) Associates, LLC				
	idence Address (Number and Stal Advisors, LLC, 777 Long	Street, City, State, Zip Code) g Ridge Road, Stamford, CT	06902		
Check Boxes that Apply:	☐ Promoter	Beneficial Owner	☐Executive Officer	Director	General and/or Managing Partner
Full Name (Last SDS Merchant	name first, if individual) Fund, L.P.				
	idence Address (Number and S				
		ore Drive, Suite 202, Greenw			
Check Boxes that Apply:	☐ Promoter	☑ Beneficial Owner	☐Executive Officer	☐ Director	General and/or Managing Partner
•	name first, if individual) ealthcare Partners, LLC				
	idence Address (Number and S k Partners, LLC, 111 West J	Street, City, State, Zip Code) Jackson Boulevard, Suite 202	0, Chicago, IL 60604		
Check Boxes that Apply:	☐ Promoter	⊠ Beneficial Owner	☐ Executive Officer	☐ Director	General and/or Managing Partner
Full Name (Last	name first, if individual)				
CCL Fund LL	c				
	idence Address (Number and Sk Partners, LLC, 111 West	Street, City, State, Zip Code) Jackson Boulevard, Suite 202	0, Chicago, IL 60604		
Check Boxes that Apply:	☐ Promoter	■ Beneficial Owner	☐ Executive Officer	☐ Director	General and/or Managing Partner
Full Name (Last Biotech Target	name first, if individual) NV				
	idence Address (Number and				
		rgasse 3, CH-8200 Schaffhau			
Check Box(es) that Apply:	Promoter	Beneficial Owner	☐ Executive Officer	Director	☐ General and/or Managing Partner
-	t name first, if individual) nternational Ltd.				
Business or Res	idence Address (Number and	Street, City, State, Zip Code)			
c/o DMG Advi	sors LLC, 53 Forest Avenue,	Suite 202, Old Greenwich, C	T 06870		·

A. BASIC IDENTIFICATION DATA

- 2. Enter the information requested for the following:
 - Each promoter of the issuer, if the issuer has been organized within the past five years;
 - Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issuer;
 - Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and
 - Each general and managing partner of partnership issuers.

Check Box(es) that Apply:	☐ Promoter	🗷 Beneficial Owner	☐ Executive Officer	Director	·	General and/or Managing Partner
Full Name (Las	t name first, if individual)					*
	Institutional Fund LLC				· ·	· · ·
	•	f Street, City, State, Zip Code) e, Suite 202, Old Greenwich, C	CT 06870	4		
Check Box(es) that Apply:	Promoter	☑ Beneficial Owner	☐Executive Officer	Director		General and/or Managing Partner
Full Name (Las	t name first, if individual)					
	sidence Address (Number and	Street, City, State, Zip Code)				
		yon Boulevard, Suite 230, Wo	odland Hills, CA 91367			• • •
Check Boxes that Apply:	☐ Promoter	☐ Beneficial Owner	Executive Officer	☐ Director		General and/or Managing Partner
Full Name (Las Barker, Frank	t name first, if individual)					· · ·
	sidence Address (Number and	Street, City, State, Zip Code)				
c/o ViroLogic	Inc., 345 Oyster Point Boule	evard, South San Francisco, (CA 94080			
Check Boxes that Apply:	☐ Promoter	Beneficial Owner	E Executive Officer	☐ Director		General and/or Managing Partner
Full Name (Las Bui, Tien	st name first, if individual)					
Business or Re	sidence Address (Number and	Street, City, State, Zip Code)				
	Inc., 345 Oyster Point Boul	evard, South San Francisco, (CA 94080	· · · · ·		
Check Boxes that Apply:	☐ Promoter	☐ Beneficial Owner	Executive Officer	☐ Director	٠.	☐ General and/or Managing Partner
Full Name (Las Hartwig, Kare	st name first, if individual) en					
	•	Street, City, State, Zip Code) evard, South San Francisco, (CA 94080			
Check Boxes that Apply:	☐ Promoter	Beneficial Owner	Executive Officer	☐ Director	:	General and/or Managing Partner
	st name first, if individual)	·			12.1	managing 1 activi
Hellmann, Nic	<u>k</u>					
	,	Street, City, State, Zip Code) evard, South San Francisco, (CA 94080			
Check Boxes that Apply:	Promoter	☐ Beneficial Owner	Executive Officer	☑ Director		General and/or Managing Partner
Full Name (La. Hibbs, Kathy	st name first, if individual)					
	sidence Address (Number and	Street, City, State, Zip Code)				
	-	evard, South San Francisco, C	CA 94080			
Check Box(es) that Apply:	☐ Promoter	☐ Beneficial Owner	Executive Officer	☐ Director		General and/or Managing Partner
Full Name (La Petropoulos,	st name first, if individual) Christos					
Business or Re	sidence Address (Number and	d Street, City, State, Zip Code)				
c/o ViroLogic	, Inc., 345 Oyster Point Boul	evard, South San Francisco, (CA 94080			

A. BASIC IDENTIFICATION DATA Enter the information requested for the following: Each promoter of the issuer, if the issuer has been organized within the past five years; Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issuer; Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and Each general and managing partner of partnership issuers. Check ☐ Promoter ☐ Beneficial Owner Executive Officer Director ☐ General and/or Box(es) that Managing Partner Apply: Full Name (Last name first, if individual) Wilson, Karen Business or Residence Address (Number and Street, City, State, Zip Code) c/o ViroLogic, Inc., 345 Oyster Point Boulevard, South San Francisco, CA 94080 Check Executive Officer ☐ Promoter ☐ Beneficial Owner Director ☐ General and/or Box(es) that Managing Partner Apply: Full Name (Last name first, if individual) Young, William Business or Residence Address (Number and Street, City, State, Zip Code) c/o ViroLogic, Inc., 345 Oyster Point Boulevard, South San Francisco, CA 94080 Check Boxes ☐ Promoter ☐ Beneficial Owner ☐Executive Officer Director General and/or that Apply: Managing Partner Full Name (Last name first, if individual) Jenkins, William Business or Residence Address (Number and Street, City, State, Zip Code) c/o ViroLogic, Inc., 345 Oyster Point Boulevard, South San Francisco, CA 94080 Check Boxes ☐ Promoter Beneficial Owner Executive Officer □ Director General and/or that Apply: Managing Partner Full Name (Last name first, if individual) Jennings, Edmon Business or Residence Address (Number and Street, City, State, Zip Code) c/o ViroLogic, Inc., 345 Oyster Point Boulevard, South San Francisco, CA 94080 Check Boxes ☐ Promoter ☐ Beneficial Owner ☐ Executive Officer □ Director General and/or that Apply: Managing Partner Full Name (Last name first, if individual) Kepner, Cristina Business or Residence Address (Number and Street, City, State, Zip Code) c/o ViroLogic, Inc., 345 Oyster Point Boulevard, South San Francisco, CA 94080 Check Boxes ☐ Promoter ☐Beneficial Owner ☐ Executive Officer ☑ Director General and/or that Apply: Managing Partner Full Name (Last name first, if individual) Persing, David Business or Residence Address (Number and Street, City, State, Zip Code) c/o ViroLogic, Inc., 345 Oyster Point Boulevard, South San Francisco, CA 94080 Check Boxes ☐ Promoter ☐ Beneficial Owner ☐ Executive Officer ☐ Director ☐ General and/or that Apply: Managing Partner Full Name (Last name first, if individual)

☐ Executive Officer

☐ Director

☐ General and/or

Managing Partner

Check

Apply:

Box(es) that

Business or Residence Address (Number and Street, City, State, Zip Code)

Business or Residence Address (Number and Street, City, State, Zip Code)

☐ Beneficial Owner

☐ Promoter

Full Name (Last name first, if individual)

		· · · · · · · · · · · · · · · · · · ·			В.	INFORMA	TION ABO	OUT OFFEI	RING				
1.	Has the issue	er sold, or do	es the issuer	intend to s				-	ınder ULOE.			Yes 1	No <u>X</u>
_							4-						
2.	What is the r	ninimum inv	estment that	t will be acc	cepted fron	ı any individi	ual?		•••••			\$ <u>10,00</u>	0.00
3.	Does the offe	ering permit	joint owners	hip of a sin	gle unit?				••••••			Yes ?	No <u>X</u>
4.													remuneration for
													broker or dealer persons of such a
	broker or dea	aler, you may	set forth the	e information	on for that	broker or dea	ler only.						
Full	Name (Last n	ame first if	individual)										· · · · · · · · · · · · · · · · · · ·
	rink Swann é		marviduai)										
	ness or Resid		s (Number a	nd Street, (City, State,	Zip Code)							
	deral Street,		-		•								•,
Nam	ne of Associat	ed Broker or	Dealer			-						* %:	
			-										
State	s in Which P	erson Listed	Has Solicite	d or Intend	s to Solicit	Purchasers						•	
(Che	ck "All State	s" or check i	ndividual St	ates)		•••••			•••••	*******************************	•••••		All States
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Full	Name (Last n	name first, if	individual)										
·UBS	Warburg L	LC			•								
Busi	ness or Resid	lence Addres	s (Number a	nd Street, (City, State,	Zip Code)							
	Park Avenue	 	·	NY 1017	1	· .							
Nam	ne of Associat	ted Broker or	Dealer					`		•			
C	· 1171 · 1 D	7:.1	TT 0 11 11			D 1							
	es in Which P												
	eck "All State					**							All States
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	Name (Last r		•										
	C World Ma			and Street (City State	Zin Code)							
	Sand Hill F					Zip Code)							
	ne of Associat			I al K, CA	74025								
State	es in Which P	Person Listed	Has Solicite	ed or Intend	ls to Solicit	Purchasers				····			
(Che	eck "All State	s" or check i	ndividual St	ates)									All States
[AL] 1	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID]
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Full Name	(Last name first	, if individual	<u>)</u>							············		
Full Name (Last name first, if individual) Greenwell, Chris Business or Residence Address (Number and Street, City, State, Zip Code) 2320 Howard Avenue, San Carlos, CA 94070 Name of Associated Broker or Dealer Tejas Securities Group, Inc. States in Which Person Listed Has Solicited or Intends to Solicit Purchasers (Check "All States" or check individual States)												
Business or	Residence Add	•		City, State,	Zip Code)		,					
Name of A	ssociated Broke	r or Dealer										
Tejas Secu	ırities Group, I	nc.										
States in W	hich Person Lis	ted Has Solic	ited or Inten	ds to Solici	t Purchasers							
(Check "A	ll States" or che	ck individual	States)									All States
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Full Name	(Last name first	, if individual	1)									
Business or	r Residence Ado	lress (Numbe	r and Street,	City, State,	Zip Code)					t e		
Name of A	ssociated Broke	r or Dealer								:		17. 11.
States in W	hich Person Lis	ted Has Solic	ited or Inter	ds to Solici	t Purchasers					· · · · · ·		
(Check "A	Il States" or che	ck individual	States)					•••••	••••			All States
[AL]	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID] _[
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Full Name	(Last name first	, if individua	1)									
	(Last name first			City, State,	Zip Code)							
Business o		lress (Numbe		City, State,	Zip Code)				-12			
Business o	r Residence Ado	dress (Numbe	r and Street,									
Business o Name of A States in W	r Residence Add	iress (Numbe or or Dealer sted Has Solic	r and Street,	ds to Solici	t Purchasers							□ All State:
Business o Name of A States in W	r Residence Add ssociated Broke Thich Person Lis	iress (Numbe or or Dealer sted Has Solic	r and Street,	ds to Solici	t Purchasers		[DE]	[DC]	(FL)	[GA]	[HI]	□ All State
Business o Name of A States in W (Check "A	r Residence Add ssociated Broke /hich Person Lis Il States" or che	r or Dealer ted Has Solic	r and Street,	ds to Solici	t Purchasers				[FL] [MI]	[GA] [MN]	[HI] {MS]	
Business o Name of A States in W (Check "A	r Residence Add ssociated Broke Thich Person Lis Il States" or che [AK]	r or Dealer sted Has Solic ck individual	r and Street,	ds to Solici	t Purchasers	[CT]	[DE]	[DC]				

1.	Enter the aggregate offering price of securities included in this offering and the total amount already transaction is an exchange offering, check this box \square and indicate in the columns below the amounts of the securities of the securities of the securities are considered.			
	Type of Security	Aggregate Offering Price	•	Amount Already Sold
•	Debt	\$		\$
	Equity	\$ 10,060,000.00		\$ 10,060,000.00
	Common Preferred			
	Convertible Securities (including warrants)	\$ 16,859,624.24*		\$ <u>16,859,624.24*</u>
	Partnership Interests.	\$		\$
	Other (Specify)	\$		\$
	Total	\$ 26,919,624.24*		\$ 26,919,624.24*
	Answer also in Appendix, Column 3, if filing under ULOE.	+ <u>==12221==1.21</u>		¥ <u>= 1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/1/</u>
2.	Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter "0" if answer is "none" or "zero."	·	400. 1	
		Number		Aggregate
		Investors		Dollar Amount
				of Purchases
	Accredited Investors	18		\$ <u>26,919,624.24*</u>
	Non-accredited Investors	0		\$ 0.00
	Total (for filings under Rule 504 only)			\$
	Answer also in Appendix, Column 4, if filing under ULOE.			
3.	If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, in the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C - Question 1.			
		Type of		Dollar Amount
		Security		Sold
	Type of Offering			
	Rule 505			\$
	Regulation A			\$
	Rule 504			\$
	Total			\$
4.	a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the issuer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate.			
	Transfer Agent's Fees			\$
	Printing and Engraving Costs			\$
	Legal Fees		×	\$ 75,000.00
	Accounting Fees		Z	\$ 25,000.00
	Engineering Fees			\$
	Sales Commissions (specify finders' fees separately)		×	\$ 1,227,495.51*

* Includes amounts receivable by the Company upon the exercise of the warrants to purchase Common Stock. Such warrants have not yet been exercised.

X

Other Expenses (Identify)

Total

C. OFFERING PRICE, NUMBER OF I	INVESTORS, EXPENSES AND USE OF PROCEEDS	
 Enter the difference between the aggregate offering price given in response to Part C - Question 4.a. This difference is the "adjusted gross" 	ponse to Part C - Question 1 and total expenses furnished in	\$ 25,592,128.73*
 Indicate below the amount of the adjusted gross proceeds to the issuer used amount for any purpose is not known, furnish an estimate and check the bornust equal the adjusted gross proceeds to the issuer set forth in response to 	ox to the left of the estimate. The total of the payments listed	
	Payment to Officers, Directors, & Affiliates	Payment To Others
Salaries and fees		□ s
Purchase of real estate		□ s
Purchase, rental or leasing and installation of machinery and equipment		□ s
Construction or leasing of plant buildings and facilities	s	□ s
Acquisition of other businesses (including the value of securities involved in the exchange for the assets or securities of another issuer pursuant to a merger)		□ s
Repayment of indebtedness		□ s
Working capital	ss	25,592,128.73
Other (specify):	LJ S	□ s
	Ds	□ s
Column Totals	· · · · · · · · · · · · · · · · · · ·	
Total Payments Listed (column totals added)	₩\$ 25 , 59	92,128.73*
* Includes amounts receivable by the Company upwarrants to purchase Common Stock. Such warrant exercised.	-	·
D. FEE	DERAL SIGNATURE	
The issuer had duly caused this notice to be signed by the undersigned duly au undertaking by the issuer to furnish to the U.S. Securities and Exchange Compaccredited investor pursuant to paragraph (b)(2) of Rule 502.		
Issuer (Print or Type)	Signature	Date
ViroLogic, Inc.	Mesca	November 26, 2002
Name of Signer (Print or Type)	Title of Signer (Print or Type)	1
William Young	Chief Executive Officer	

ATTENTION

Intentional misstatements or omissions of fact constitute federal criminal violations. (See 18 U.S.C. 1001.)

	E. STATE SIGN.	TURE			· · · · · · · ·				
1.	Is any party described in 17 CFR 230.262 presently subject to any of the disqualification		Yes	No K					
	See Appendix, Column 5, for state response.								
2.	2. The undersigned issuer hereby undertakes to furnish to the state administrator of any state in which the notice is filed, a notice on Form D (17 CFR 239.500) at such times as required by state law.								
3.	The undersigned issuer hereby undertakes to furnish to any state administrators, upon w	itten request, information fur	nished by the issuer to offeree	s.					
4.	The undersigned issuer represents that the issuer is familiar with the conditions that must be state in which this notice is filed and understands that the issuer claiming the availabeen satisfied.								
The	he issuer has read this notification and knows the contents to be true and has duly caused the	notice to be signed on its be	half by the undersigned duly a	uthorized pers	ion.				
Issi	Suer (Print or Type) Signatu	e ~ /		Date					
Vii	iroLogic, Inc.	M	en	November 2	6, 2002				
Na	arne (Print or Type) Title (P	int or Type)							
Wi	'illiam Young Chief I	xecutive Officer							

Instruction:

Print the name and title of the signing representative under his signature for the state portion of this form. One copy of every notice on Form D must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

		-		APPENDIX					
1		2	3		4		4	Diame	5
	to non- investo	d to sell accredited rs in State B-Item 1)	Type of security and aggregate offering price offered in state (Part C-Item 1)	Type of investor and amount purchased in State (Part C-Item 2)				Disqualification under State ULOE (i yes, attach explanation of waived granted (Part E-Item 1)	
State	Yes	No		Number of Accredited Investors	Amount	Number of Non- Accredited Investors	Amount	Yes	No
AL							:		
AK	-						·		
AZ									
AR							ř		
CA									
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CT	7.44								
DE				X.					
DC									
FL									
GA									
HI	<u> </u>								
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IL				, , .					
IN		// · · · · · · · · · · · · · · · · · ·							
IA									
KS					<u> </u>				
KY									
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ME									
MD									
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МО									

APPENDIX									
1	Intend to sell to non-accredited investors in State (Part B-Item 1)		3 Type of security and aggregate offering price offered in state (Part C-Item 1)		4				5
				Type of investor and amount purchased in State (Part C-Item 2)				Disqualification under State ULOE (if yes, attach explanation of waiver granted (Part E- Item 1)	
State	Yes	No		Number of Accredited Investors	Amount	Number of Non-Accredited Investors	Amount	Yes	No
MT			-						
NE									
NV									
NH									
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NM									
NY									
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